

## Message Text

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64

ORIGIN ARA-10

INFO OCT-01 ISO-00 EB-07 COME-00 AGR-05 L-03 PA-01 PRS-01

USIE-00 CIAE-00 INR-07 NSAE-00 SS-15 SP-02 NSC-05

SSO-00 NSCE-00 INRE-00 /057 R

DRAFTED BY ARA/CEN/G:DCLARE:HLB

APPROVED BY ARA/CEN - DAVID LAZAR

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FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA NIACI IMMEDIATE

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E.O. 11652: N/A

TAGS: ETRD, GT

SUBJECT: WALL STREET JOURNAL REPORT ON DEL MONTE ACQUISITION

1. WALL STREET JOURNAL PLANS PUBLISH MONDAY JULY 14  
CHRONICLE OF DEL MONTE'S 18 MONTH LONG EFFORTS TO OBTAIN  
GOG APPROVAL FOR PURCHASE OF UNITED BRANDS OPERATION IN  
GUATEMALA.

2. WE UNDERSTAND THRUST OF STORY IS THAT DEL MONTE RAN  
INTO BLANK WALL UNTIL IT ENGAGED SERVICES OF "SUCCESSFUL  
BUSINESSMAN WITH GOOD POLITICAL CONNECTIONS WHO OFFERED TO  
BUY MINORITY INTEREST IN GUATEMALAN BANANA OPERATION."  
THIS OTHERWISE UNIDENTIFIED INDIVIDUAL ACCEPTED 500,000  
DOLLARS, WHICH WAS PAID TO HIM OUTSIDE GUATEMALA, IN ORDER  
TO FACILITATE TRANSACTION. DEL MONTE OFFICIALS ARE  
QUOTED AS SAYING THAT THEY AGREED NOT TO MAKE PUBLIC NAME  
OF INDIVIDUAL CONCERNED. THEY STRESS THAT DEL MONTE PAID  
NO MONEY TO GOG OFFICIALS.

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ROBERTO ALEJO IS QUOTED AS STATING THAT "GOVERNMENT'S

DECISION CAME AS A SURPRISE TO EVERYONE, INCLUDING ME."  
CARLOS YAQUIAN, REPORTEDLY COMPANY'S LAWYER, IS QUOTED AS  
STATING THAT HE MERELY PREPARED THE NORMAL LEGAL PAPERS

AND FILED THEM. HE STATES THAT HE NEVER MET THE CONSULTANT. STORY MENTIONS IN PASSING THAT WHEN DEL MONTE FIRST BEGAN CONSIDERATION OF UNITED BRANDS ACQUISITION THEY MET WITH US AMBASSADOR WHO RECOMMENDED THAT THEY "RETAIN LOCAL ADVISERS."

3. FOREGOING IS FOR YOUR BACKGROUND INFORMATION ONLY. INGERSOLL

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PRESS COMMENTS, BUSINESS FIRMS, SUBSIDIARIES, REAL PROPERTY ACQUISITION, NEGOTIATIONS  
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**Draft Date:** 11 JUL 1975  
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**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**To:** GUATEMALA  
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